

## Message Text

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-11 RSC-01 DRC-01 /020 W

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R 011420Z AUG 74

FM AMEMBASSY SOFIA

TO USDOC WASHDC

SECSTATE WASHDC 8389

INFO AMEMBASSY VIENNA

UNCLAS SOFIA 1316

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP, BU

SUBJECT: TRADE OPPORTUNITIES; PULP AND PAPER INDUSTRY SECTORS

REF: STATE 131462

1. IN RESPONSE TO REFTEL EMBOFF CALLED ON TECHNOKOMPLEKT  
DIRECTOR RANGEL MILEV WHO OUTLINED FOUR SPECIFIC PROJECTS  
FOR WHICH FINANCING IS AVAILABLE.

A. PROTEIN PLANT FOR FOREST-INDUSTRIAL COMPLEX AT SILISTRA  
WHICH WOULD USE WASTE WATER FROM THE COMPLEX' WOOD-FIBROUS  
PLATES PROCESS FOR THE PRODUCTION OF 2600 TONS OF PROTEIN  
FOR ANIMAL FEED PER YEAR. WOOD-FIBROUS PLATES ARE TO BE PRODUCED  
WITH EQUIPMENT FROM POLAND.

B. COMPLETE LINE FOR PRODUCTION OF CIGARETTE PAPER AT DIMITUR  
BLAGOEV COMPLEX NEAR BELOV. EQUIPMENT AND KNOW-HOW ARE RE-  
QUIRED FOR MODERN FACILITY WITH CAPACITY OF 7-8000 TONS PER  
YEAR. THIS PROJECT IS BEING GIVEN IMMEDIATE PRIORITY.

C. COMPLETE LINE FOR PRODUCTION OF MULTI-LAYER CARD-  
BOARD TYPE "CHROMERSATZ" FOR INSTALLATION IN PLANT TO  
BE CONSTRUCTD NEAR NIKOPOL. ANNUAL CAPACITY ZZSED ON  
PRODUCTION OF ESTIMATED WEIGHT 200 GRAMS PER SQ.M. WILL  
BE 100,000-120,000 TONS PER YEAR.

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D. BLEACHED CELLULOSE COMPLEX CONSISTING OF THREE PLANTS. AGREEMENT ON DETAILS HAS BEEN REACHED BUT NOT AVAILABLE AT TIME OF MEETING.

2. EMBASSY HAS RECEIVED SPECIFICATIONS FOR FIRST ZQREE PROJECTS AND WILL POUCH SEPARATELY. SPECIFICATIONS FOR FOURTH PROJECT WERE PROMISED WITHIN NEXT FEW DAYS. MILEV REQUESTS ALL PROPOSALS BE DIRECTED TO HIM AND REQUESTED HE RECEIVE SUCH PROPOSALS FOR EACH PROJECT (OR INFORMATION THAT NONE FORTHCOMING) BY MID-SEPTEMBER.

3. IN RESPONSE REFTEL BULGARIA IN 1972 (LATEST FIGURES) PRODUCED 13,000 TONS WOOD PULP,;84,000 TONS CELLULOSE, AND 218,000 TONS PAPER. IT IS A NET IMPORTER OF SUCH PRODUCTS, RECEIVING IN 1972 SOME 74,000 TONS WOOD PULP, 40,000 TBAGS PAPER FOR NEWSPAPERS AND 5800 TONS CIGARETTE PAPERS. BUGALKIAN PULP AND PAPER INDUSTRY ALSO INTERESTED IN MODERNIZING PRESENT PLANTS AS WELL AS EXPANDING, BUT ACCORDING TO MILEV INDUSTRY PREFERS WORKING WITH PREVIOUS SUPPLIERS FOR THESE PROJECTS AOICH WERE APPARENTLY LARGELY EAST EUROPEAN. SUCH EQUIPMENT AND TECHNOLOGY HAS ALSO BEEN OBTAINED FROM WEST EUROPE AND SPECIFICALLY WEST GERMANY IN PAST, BUT NONE FROM US TO HIS KNOWLEDGE. HERZ

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 AUG 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974SOFIA01316  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740209-1211  
**From:** SOFIA  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1974/newtext/t19740882/aaaacshe.tel  
**Line Count:** 86  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** STATE 131462  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 JUN 2002 by reddocgw>; APPROVED <10 JUN 2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE OPPORTUNITIES; PULP AND PAPER INDUSTRY SECTORS  
**TAGS:** BEXP, BU  
**To:** COM STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005